

Weekly Market Activity Report



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What to Watch For

With the home-buyer tax credit now expanded and extended, sales activity in the MRIS region slowed down as expected for the week ending November 7. And by "slowed down" we mean it only posted a 40 percent year-over-year increase as opposed to a 53 percent increase. That's our roundabout way of saying that market activity is still extremely robust.

New listings were down 11.6 percent for the same time period comparison (and are down 6.0 percent over the last three months compared to last year's pace), but the expansion of the tax credit to provide \$6,500 to move-up or move-down buyers may create more new seller activity in the coming months.

In a chance, new listings may actually be welcome. The region has shed almost 36,000 units of inventory since the supply peak in September of 2007. In some of the lower price ranges, buyers are facing a shortage of good inventory.

Weekly Activity

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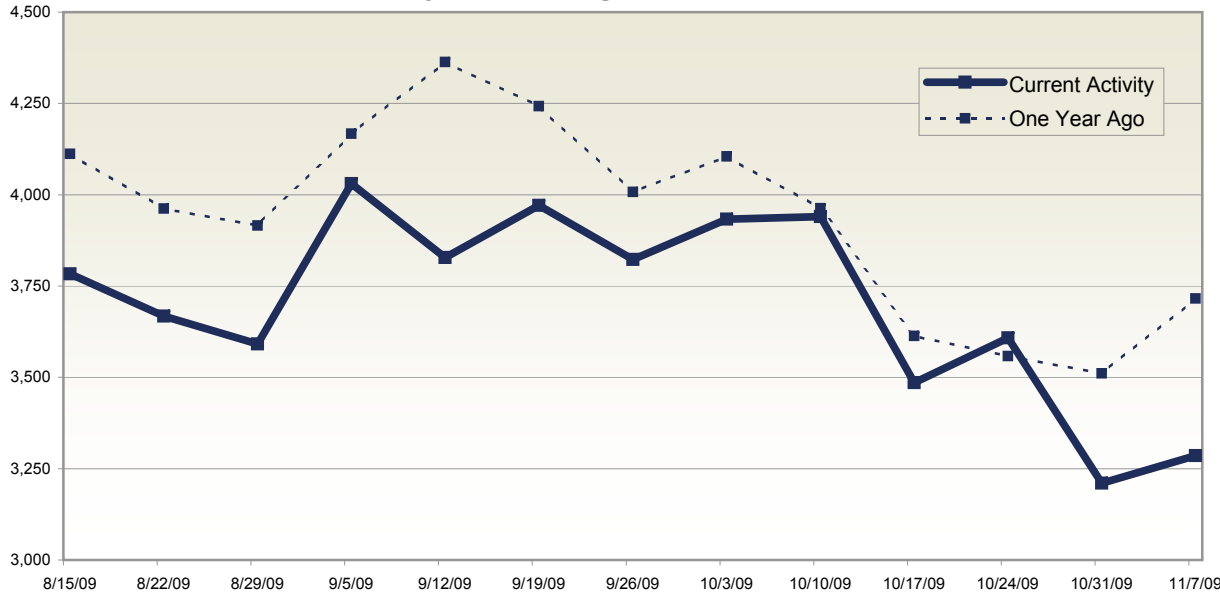
New Listings

As of November 16, 2009

Weekly Market Activity Report 



Last Three Months Weekly New Listings

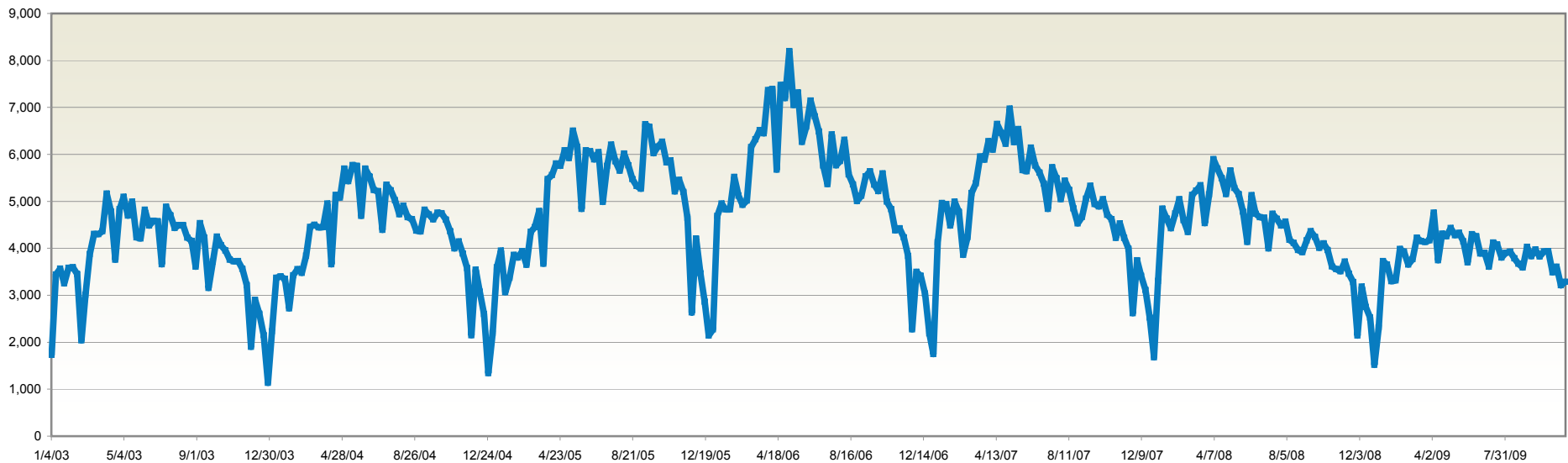


For the week ending:	Current Activity	One Year Ago	One Year Change
8/15/2009	3,783	4,112	- 8.0%
8/22/2009	3,668	3,962	- 7.4%
8/29/2009	3,591	3,916	- 8.3%
9/5/2009	4,030	4,167	- 3.3%
9/12/2009	3,828	4,363	- 12.3%
9/19/2009	3,971	4,242	- 6.4%
9/26/2009	3,823	4,008	- 4.6%
10/3/2009	3,933	4,105	- 4.2%
10/10/2009	3,940	3,963	- 0.6%
10/17/2009	3,485	3,613	- 3.5%
10/24/2009	3,608	3,558	+ 1.4%
10/31/2009	3,210	3,511	- 8.6%
11/7/2009	3,286	3,716	- 11.6%
3-Month Total:	48,156	51,236	- 6.0%

Compared to Last Year: **Down (-)**

Compared to 2003: **Down (-)**

Historical New Listings



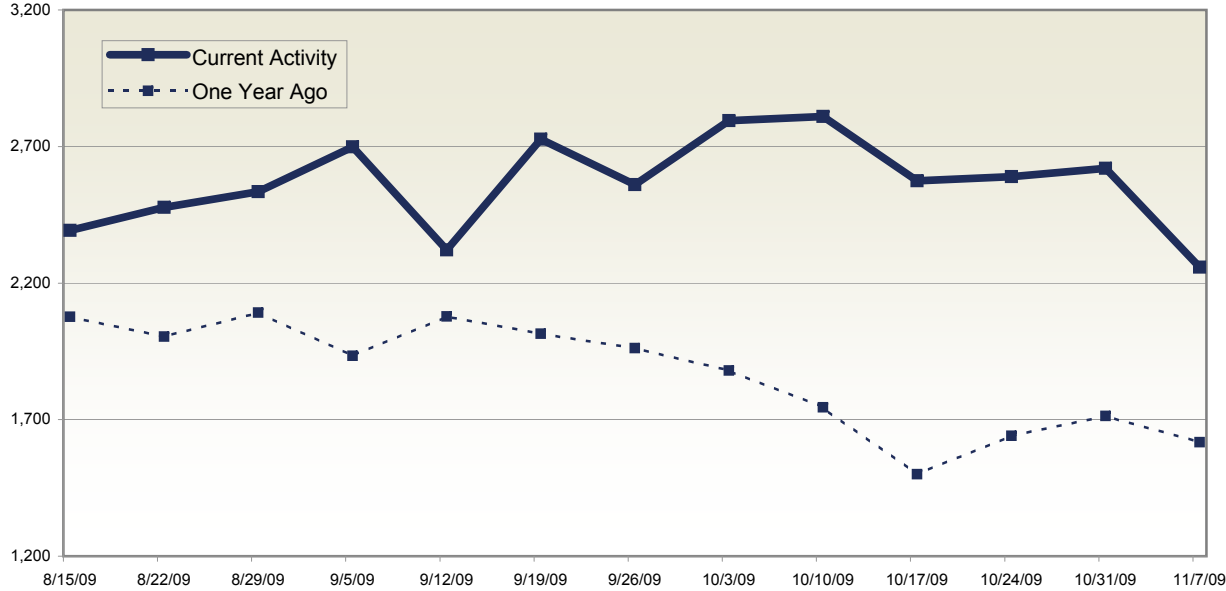
Pending Sales

As of November 16, 2009

Weekly Market Activity Report



Last Three Months Weekly Pending Sales

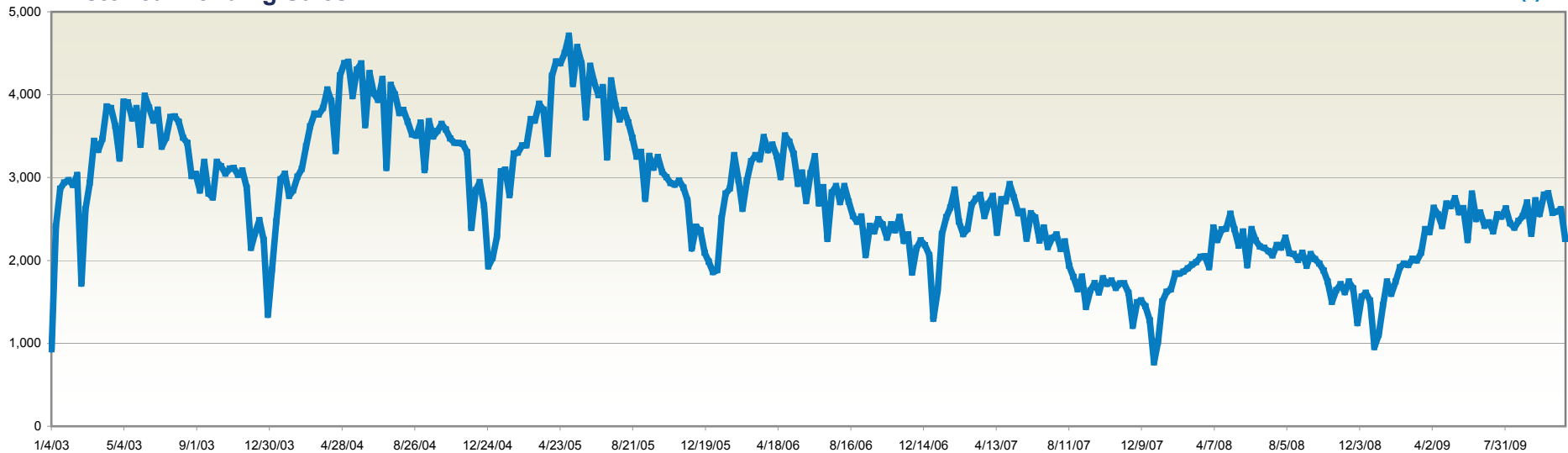


For the week ending:	Current Activity	One Year Ago	One Year Change
8/15/2009	2,393	2,076	+ 15.3%
8/22/2009	2,477	2,004	+ 23.6%
8/29/2009	2,534	2,092	+ 21.1%
9/5/2009	2,698	1,934	+ 39.5%
9/12/2009	2,321	2,077	+ 11.7%
9/19/2009	2,727	2,014	+ 35.4%
9/26/2009	2,560	1,962	+ 30.5%
10/3/2009	2,795	1,880	+ 48.7%
10/10/2009	2,810	1,745	+ 61.0%
10/17/2009	2,574	1,500	+ 71.6%
10/24/2009	2,590	1,641	+ 57.8%
10/31/2009	2,620	1,713	+ 52.9%
11/7/2009	2,258	1,617	+ 39.6%
3-Month Total:	33,357	24,255	+ 37.5%

Compared to Last Year: **Up (+)**

Compared to 2003: **Down (-)**

Historical Pending Sales



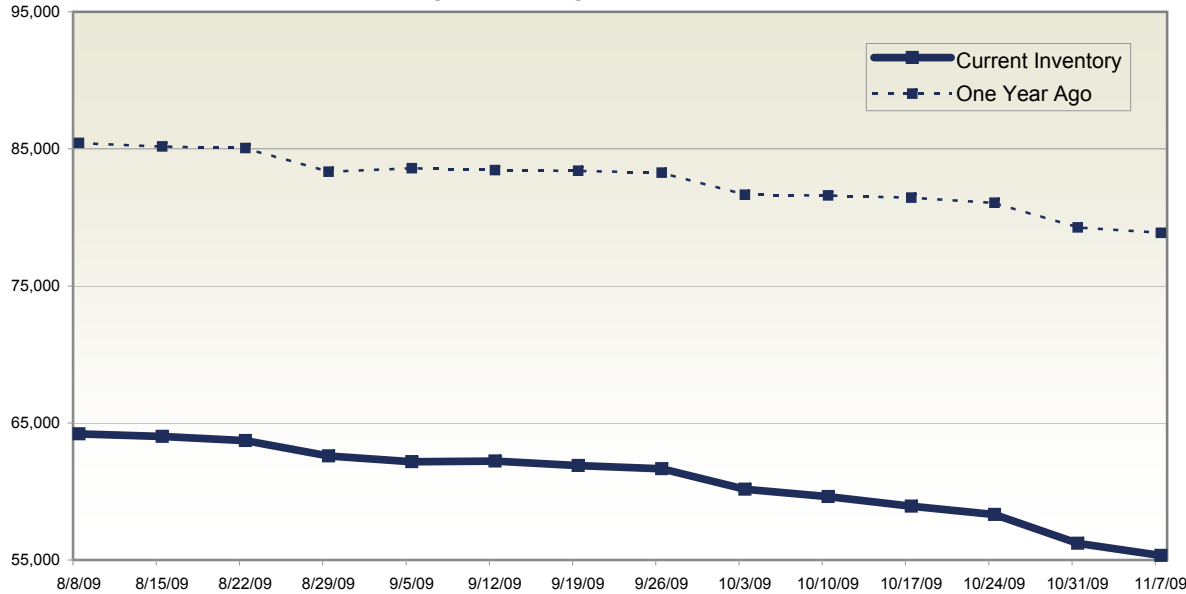
Active Listings for Sale

As of November 16, 2009

Weekly Market Activity Report 



Last Three Months Weekly Inventory for Sale

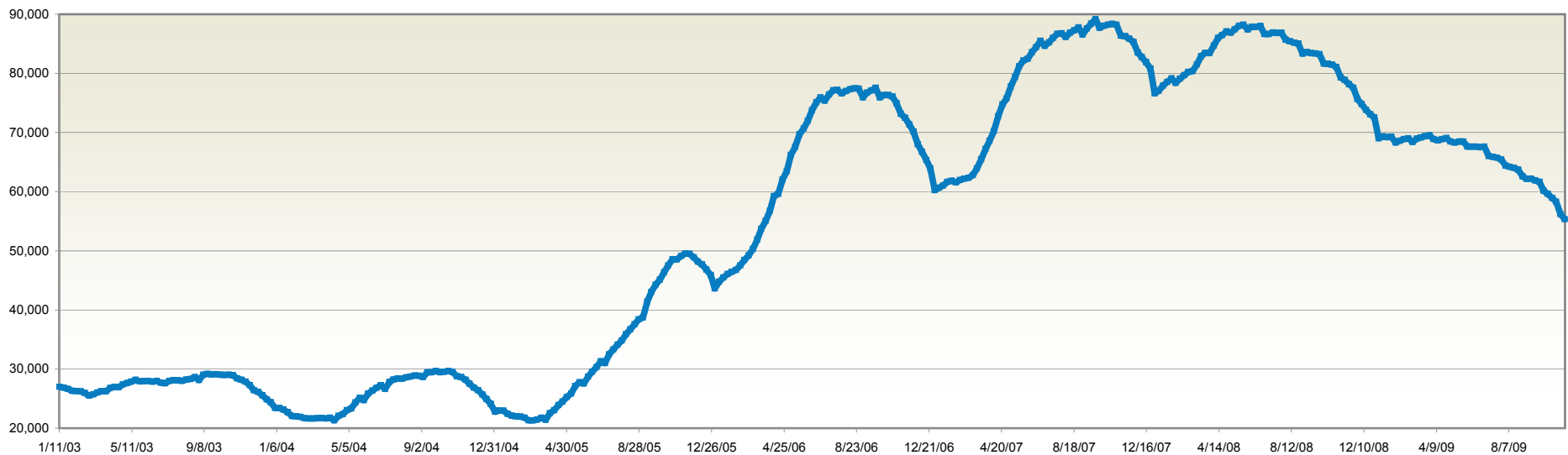


Inventory as of:	Current Inventory	One Year Ago	One Year Change
8/8/2009	64,208	85,430	- 24.8%
8/15/2009	64,014	85,163	- 24.8%
8/22/2009	63,702	85,043	- 25.1%
8/29/2009	62,583	83,323	- 24.9%
9/5/2009	62,162	83,586	- 25.6%
9/12/2009	62,222	83,434	- 25.4%
9/19/2009	61,884	83,385	- 25.8%
9/26/2009	61,659	83,254	- 25.9%
10/3/2009	60,154	81,649	- 26.3%
10/10/2009	59,617	81,587	- 26.9%
10/17/2009	58,919	81,441	- 27.7%
10/24/2009	58,312	81,060	- 28.1%
10/31/2009	56,207	79,266	- 29.1%
11/7/2009	55,330	78,864	- 29.8%
3-Month Avg:	60,520	82,389	- 26.5%

Compared to Last Year: **Down (-)**

Compared to 2003: **Up (+)**

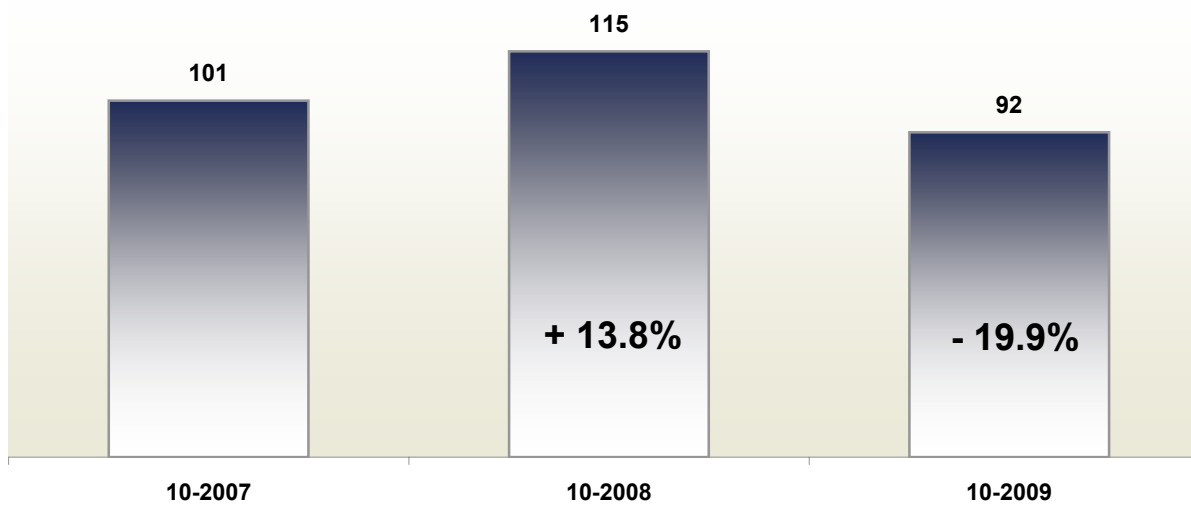
Historical Weekly Inventory for Sale



Days on Market Until Sale

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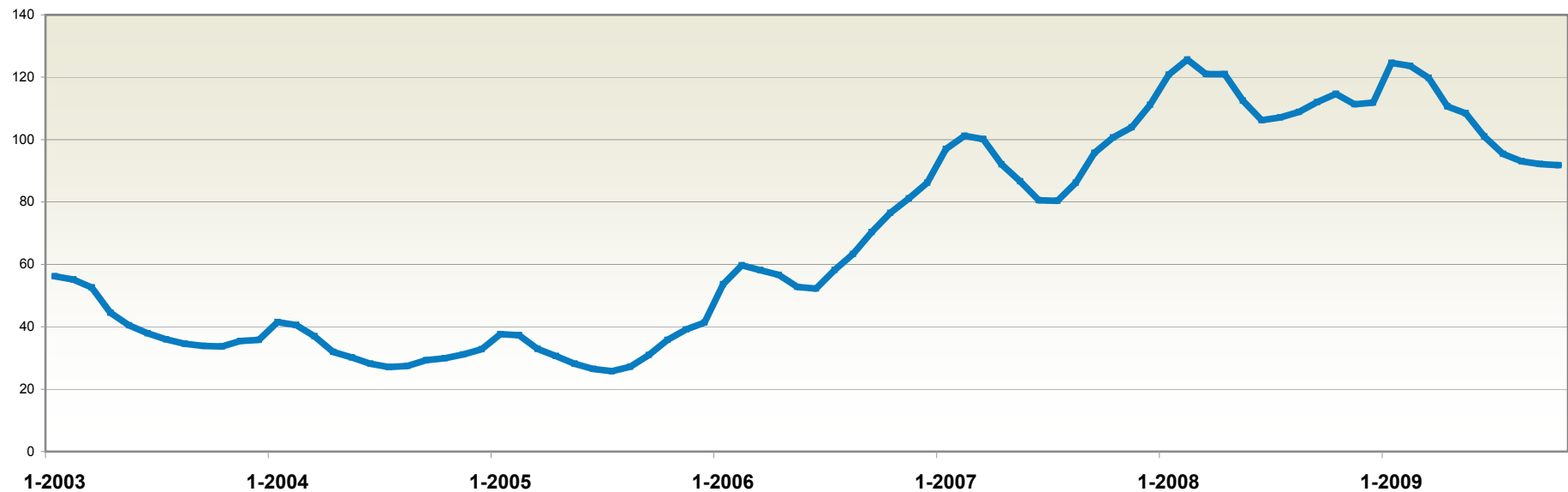


Month	Current Year	One Year Previous	One Year Change
11-2008	111	104	+ 7.1%
12-2008	112	111	+ 0.7%
1-2009	125	121	+ 3.1%
2-2009	124	126	- 1.6%
3-2009	120	121	- 1.0%
4-2009	111	121	- 8.6%
5-2009	108	112	- 3.6%
6-2009	101	106	- 5.0%
7-2009	95	107	- 11.0%
8-2009	93	109	- 14.6%
9-2009	92	112	- 17.8%
10-2009	92	115	- 19.9%
12-Month Avg:	107	114	- 6.0%

Compared to Last Year: **Down (-)**

Compared to 2003: **Up (+)**

Historical Days on Market Until Sale

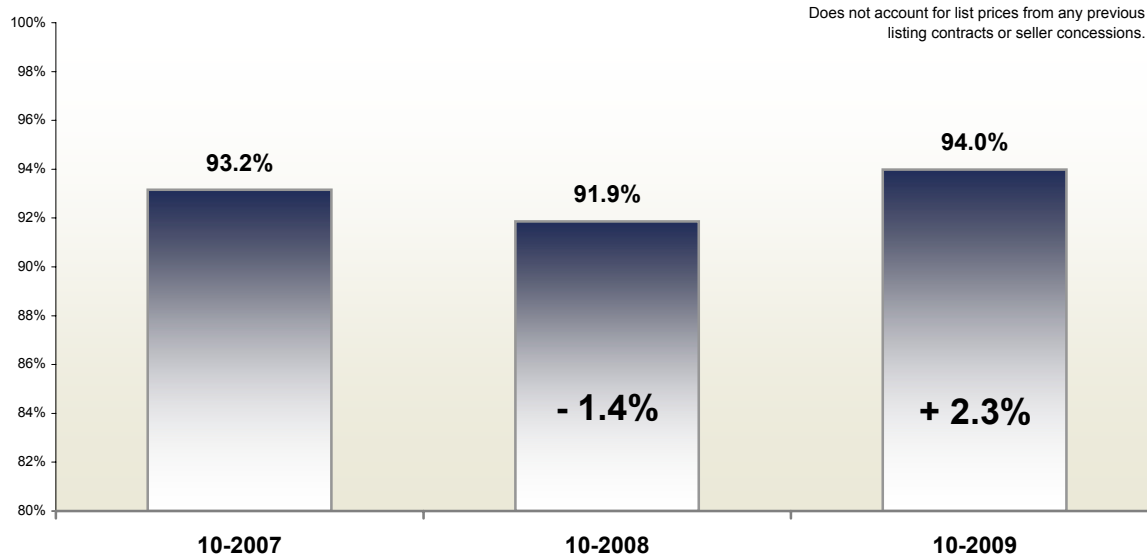


Percent of Original List Price Received at Sale

Weekly Market Activity Report



October 2009 — 94.0%

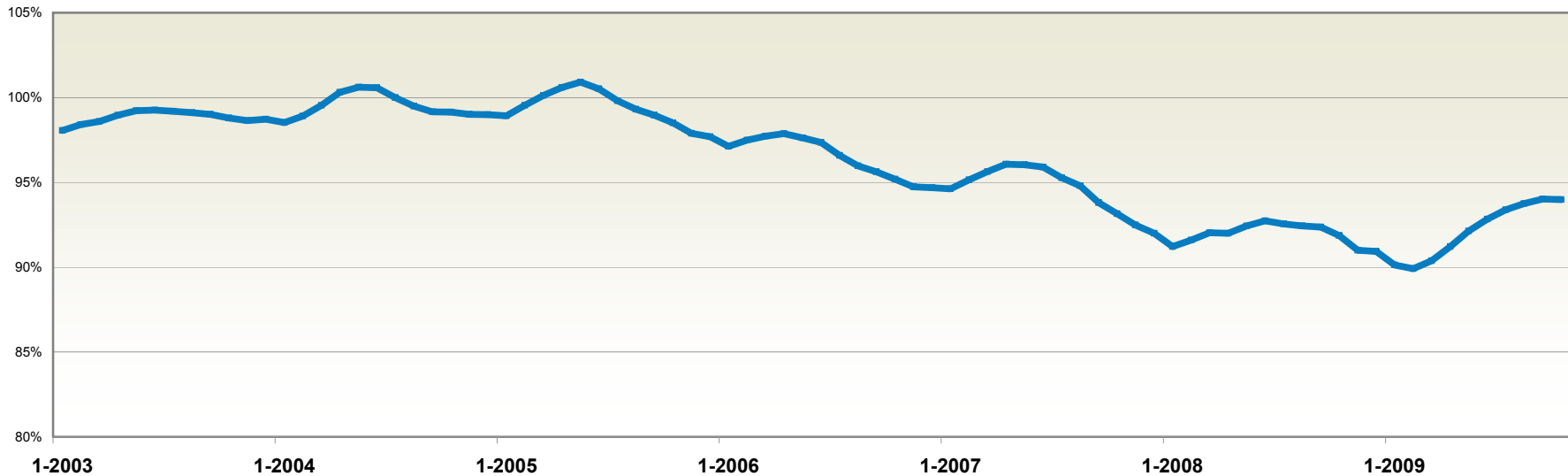


Month	Current Year	One Year Previous	One Year Change
11-2008	91.0%	92.5%	- 1.6%
12-2008	90.9%	92.0%	- 1.2%
1-2009	90.1%	91.2%	- 1.2%
2-2009	89.9%	91.6%	- 1.8%
3-2009	90.4%	92.0%	- 1.8%
4-2009	91.2%	92.0%	- 0.9%
5-2009	92.1%	92.4%	- 0.3%
6-2009	92.8%	92.7%	+ 0.1%
7-2009	93.4%	92.5%	+ 0.9%
8-2009	93.8%	92.4%	+ 1.4%
9-2009	94.0%	92.4%	+ 1.8%
10-2009	94.0%	91.9%	+ 2.3%
12-Month Avg:	92.0%	92.1%	- 0.2%

Compared to Last Year: **Up (+)**

Compared to 2003: **Down (-)**

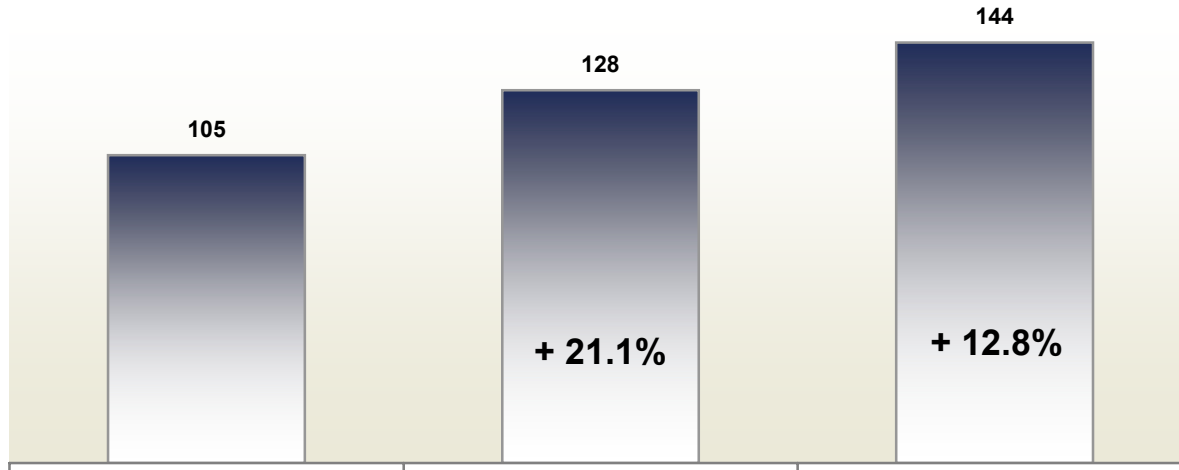
Historical Percent of Original List Price Received at Sale



Housing Affordability Index

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Weekly Market Activity Report 



Month	Current Year	One Year Previous	One Year Change
11-2008	143	114	+ 25.1%
12-2008	146	109	+ 34.2%
1-2009	152	125	+ 21.7%
2-2009	156	119	+ 31.1%
3-2009	148	122	+ 21.1%
4-2009	147	121	+ 21.9%
5-2009	136	116	+ 17.2%
6-2009	131	113	+ 15.9%
7-2009	131	115	+ 13.5%
8-2009	134	121	+ 11.0%
9-2009	141	132	+ 7.0%
10-2009	144	128	+ 12.8%
12-Month Avg:	142	120	+ 19.1%

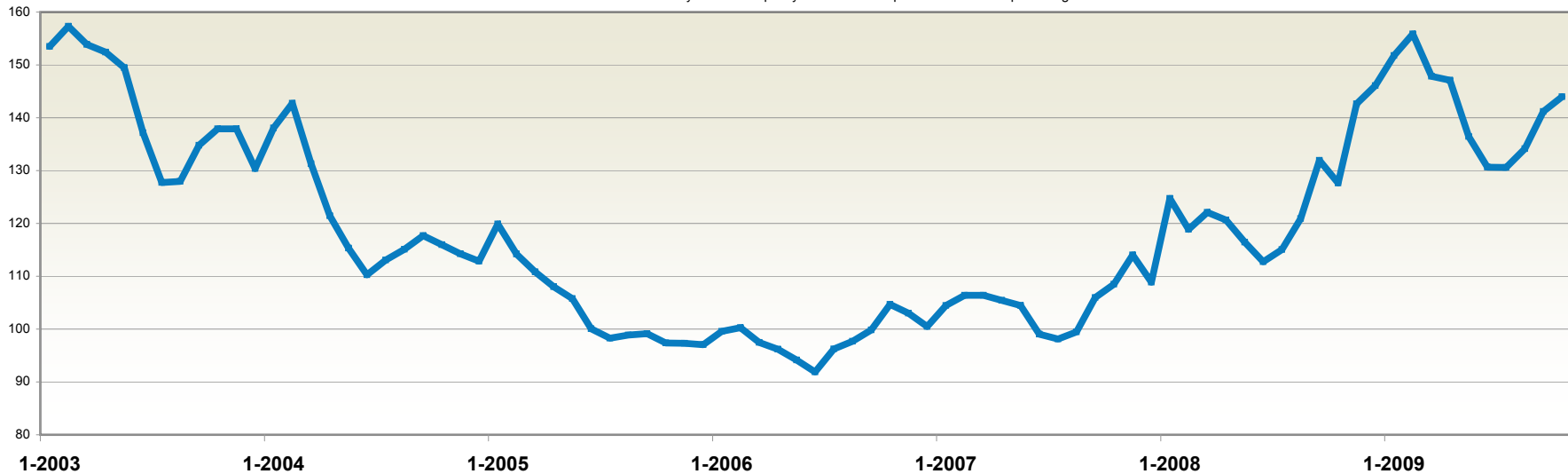
The Housing Affordability Index measures housing affordability for the MRIS service region. The higher the number, the more affordable our housing is.

An HAI of 120 would mean that the median household income was 120% of the necessary income to qualify for the median priced home under prevailing interest rates.

Compared to Last Year: **Up (+)**

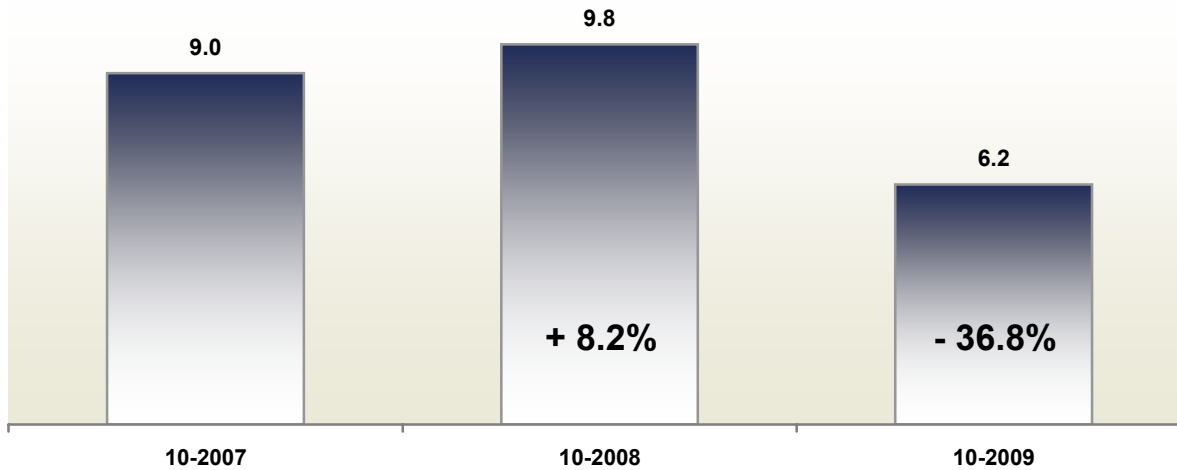
Compared to 2003: **Up (+)**

Historical Housing Affordability Index



Months Supply of Inventory

October 2009 — 6.2 Months



Month	Current Year	One Year Previous	One Year Change
11-2008	9.5	9.1	+ 4.1%
12-2008	9.0	9.1	- 1.1%
1-2009	8.2	8.6	- 4.4%
2-2009	8.1	9.0	- 9.2%
3-2009	8.0	9.5	- 15.2%
4-2009	8.0	10.0	- 19.7%
5-2009	7.9	10.5	- 24.6%
6-2009	7.7	10.7	- 28.4%
7-2009	7.4	10.6	- 30.7%
8-2009	7.1	10.4	- 32.2%
9-2009	6.6	10.0	- 33.4%
10-2009	6.2	9.8	- 36.8%
12-Month Avg:	7.8	9.8	- 20.1%

Compared to Last Year: **Down (-)**

Compared to 2003: **Up (+)**

Historical Months Supply of Inventory

